

66th YEAR

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Big 3 sales plunge 17% in early Sept.

Cars dropped 22.7 percent with 100,127 units delivered in the period compared to 129,457 last year. Trucks were off 8.2 percent with reported sales of 69,875 against 76,094 in 1990.

Estimated Chrysler Corp. sales reflect a 6.9 percent drop in cars and a 3.2 percent decrease in trucks from the year-ago period, for a combined decline of 5.3 percent.

Honda exec hints at plant in Mexico

see LATE NEWS, 2

By ANNE E. WRIGHT
Chief Statistician

With a total build of 484,415 of the 1991 Ford Explorers, Ford Rangers and Mazda Navajos, the plant produced more vehicles than any other plant in the United States and Canada. For the industry, production was down 3.0 percent from the 1990 model year.

KATHY JACKSON

Staff Reporter

Dave Smith, manager of Ford's Minority Dealer Operations and Training program, says Ford has agreed to amortize over 40 years the

Good will, or blue sky, is an amount a purchaser pays above and beyond the value of the physical assets due to such factors as superior location, sales and customer base. Black dealers, most of whom purchase their stores from Ford under the Dealer Development program, claim that Ford paid too much for good will in many cases, which is wreaking havoc on their profits.

Goodwill payments are subtracted from a dealer's monthly profits, but there is no inter-

"Some dealers were paying as much as \$10,000 a month to pay off blue sky," said Nathan Conyers, president of Conyers Riverside Ford in Detroit. "It was a horrendous burden they couldn't meet."

The Black Ford Lincoln-Mercury Dealers Association started putting pressure on Ford in February when the association wrote a letter to Rep. William Clay, D-Mo., stating that 80 percent of Ford's then 245 black Ford and L-M dealers were operating at a loss. The company



One of the most talked about concepts at the Frankfurt show last week was the Audi Quattro Spyder, a low-slung, all-wheel-drive, mid-engine vehicle. Story and more show pics on Page 8.

Worried makers help dealers cope

JOSEPH BOHN

Staff Reporter

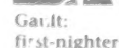
He quit his second job selling cars after the dealership forbade salesmen to quote prices. A store manager handled all closings.

Boris Kotler, owner of B.K. Chevrolet-Geo in Brooklyn, N.Y., and B. Kotler Ford in Franklin Square, N.Y., says turnovers are

Low incomes, fueled by a drop in dealership sales and grosses and a lack of professional standards, are the chief culprits, according to NADA and automakers.

see RETAIN 19

Stempel, who evokes intense loyalty
see CONGRESS. 20



NADA receives bad news! 3

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Automotive News

N.Y. CAN BE CALIF. CLEAN
Court rejects carmakers' appeal of tailpipe law. PAGE 6

GM ENGINES
Why use a V-8 where a boosted V-6 will do? PAGE 6

NEWS FROM FRANKFURT



▲ A fall cornucopia of bright cars and green concepts. PAGE 8

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66th year—No. 5411

Advertising Production Dept. (313) 446-6083
Circulation Department
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Outside Michigan.....1-800-992-9870
Classified Ad Department.....(313) 446-6085
Display Ad Department.....(313) 446-6030
Editorial & Business Office.....(313) 446-6000

AUTOMOTIVE NEWS (ISSN 0005-1551) is published weekly except semiweekly the fourth week in May at 1400 Woodbridge, Detroit, MI 48207-3157. Second-class postage is paid at Detroit, MI and at additional mailing offices. Postmaster: Send address changes to AUTOMOTIVE NEWS, Circulation Department, 905 E. Jefferson, Detroit, MI 48207-3155.

corrections

- A story in the Sept. 9 issue said Ford Division led Chevrolet in total vehicle sales by 14,991 units through Aug. 31. Chevrolet led Ford Division by that many units.
- A Sept. 9 article said the Toyota Camry wagon had been dropped, the 1992 wagon will bow next spring. The story should have said the Camry's optional V-6 makes 185 horsepower at 5,200 rpm.



Molded Mustang

Snapped is what is believed to be the next-generation Mustang, possibly for the 1994 or 1995 model year. This clay model shows a side scoop that is reminiscent of the 1960s Mustang. The car would be about the same size as the current model and retain the rear-wheel-drive layout.

KGP PHOTOGRAPHY

latenews

CONTINUED
from PAGE 1

Isao Suzuki told a Canadian Press reporter that Honda could convert its motorcycle and auto parts plant in Guadalajara to automobile production — "or we could build a whole new plant to make cars." He was referring to Honda's possibilities for supplying cars to Mexico if a proposed free-trade pact among Canada, Mexico and the United States is agreed on.

A Honda spokesman later said that any plant in Mexico would be built to supply potential future demand in that market. He noted that Honda's assembly plant in Alliston, Ontario, and its two in Ohio are not yet running at maximum capacity.

Honda does not sell cars in Mexico.

Mazda cross-media deal worth \$96 million

IRVINE, Calif. — Mazda Motor of America Inc. is entering into a \$96 million deal with Time Warner for an extensive, three-year cross-media package that will help the automaker through a critical marketing period.

Advertising Age, a sister publication to Automotive News, reports that the program, set to start this year, is bigger than similar integrated marketing package deals Time Warner made with two U.S. manufacturers. Time Warner signed a \$40 million pact with Chrysler Corp. in the fall of 1990 and sold an \$80 million program last year to General Motors.

The centerpiece of the Mazda program, built around the theme "the meaning of life," is a space commitment to Time Warner's magazines. Other elements of the package include syndicated or cable TV programming to be sponsored by Mazda. In addition, Life is preparing to publish a book based on "the meaning of life," which Mazda will use as a marketing tool, perhaps to draw customers to showrooms.

Southeast Toyota wins early round in N.C. case

RALEIGH, N.C. — (AP) — The North Carolina motor vehicle commissioner has selected a retired Superior Court judge to rule on complaints about the business practices of Southeast Toyota Distributors Inc.

Commissioner Robert F. Hodges thus gave the independent Toyota distributor a procedural victory. His decision takes the matter out of the hands of a state court. The court had been asked to rule on a complaint filed by a retired Superior Court judge Robert A. Collier Jr. to preside over a case involving complaints from Toyota dealers that could lead to Southeast having its license revoked. A hearing planned

for today has been postponed and hasn't been rescheduled.

The complaints include allegations that Southeast forced the dealerships to take cars equipped with unwanted accessories in violation of a 1988 consent agreement stemming from a previous case brought against the distributor.

1987 Chrysler minivans recalled for emissions fix

WASHINGTON — The EPA said last week that Chrysler Corp. will recall 96,300 of its 1987 Plymouth Voyagers and Dodge Caravans and Ram vans to control excessive hydrocarbon and carbon monoxide emissions.

Chrysler will install a carburetor choke adjustment shim that will allow for more complete combustion when the 2.6-liter engines are started, the agency said.

The recall excludes California vehicles.

Plant workers seek strike to make GM decide fate

LAKE ORION, Mich. — Uncertainty over their future has prompted leaders of Local 5960 to ask UAW leaders to sanction a strike at General Motors' Lake Orion assembly plant.

The authorization request was not made from a "reactionary mentality," said Marv Whiteman, plant chairman of Local 5960.

"It's obviously the last thing any of us want," Whiteman said, "but GM is causing a tremendous amount of stress for our people because of the uncertainty of all of our futures."

Cadillac plant local approves strike vote

GRAND BLANC, Mich. — Workers at a Cadillac plant here voted to strike in two weeks if health, safety and line speed issues are not resolved.

"At the moment we've gone back to the company to try and set things right by bargaining," said Gene Bone, president of UAW Local 1292. He said 78 percent of the local's members voted for the strike.

Hyundai Excel is worst in injury claims analysis

ARLINGTON, Va. — Hyundai Motor Co.'s two-door and four-door Excel models were rated the worst cars overall for injury claims based on analyses of insurance coverage and claims data by the Highway Loss Data Institute.

According to the 1991 Injury and Collision Loss Experience report, the 1988-90 models with the best injury results are Chevrolet Caprice four-door, Volvo 740 and 760 station wagon, Lexus LS400, Jaguar XJ6 and Mercedes-Benz 420SEL, 560SEL, 300SEL and 350SDI.

The cars with the worst injury claims results are Hyundai Excel two-door and four-door, Nissan Sentra two-door, Dodge Daytona and Geo Storm.

briefly

Sperlich walks a lonely road

Former Chrysler Motors president Hal Sperlich surfaces in a Sept. 23 Fortune magazine article on the newest management craze — paradigm shifters. Hailed as one who broke the corporate mold when he fathered the minivan, Sperlich warns other innovators, "You're walking a very lonely road. Life in a large corporation is easier if you go with the flow and don't support major change. People who propose things that are different make more conservative people nervous, and the corporate environment just doesn't reward people for challenging the status quo."

But Sperlich, now a consultant, points out the rewards of innovation. "If we hadn't done minivans, Chrysler would be gone, no question," he said.

NAME GAME — Ford Motor Co.'s Ohio Truck Plant will be renamed later this month. The Avon Lake assembly plant will build the new Mercury Villager minivan, and Lincoln-Mercury Division didn't think the name "truck" was snazzy enough for a facility that is assembling Mercury's first entry in the minivan segment, said snickering Ford insiders. The minivan will debut next year and is a joint venture between Mercury and Nissan Motor Co. Ford spokesman Bill Carroll, who is on the name change committee, says more than 200 names were submitted by plant employees.

CURRYING FAVOR — "We have the lowest death rate in the world," pronounced National Highway Traffic Safety Administrator Jerry Curry last week, displaying figures that show that fewer than two Americans are killed on the nation's roads for every 100 million miles of driving. The NHTSA chief said the biggest future improvements could come from increased use of safety belts and air bags — a 10 percent jump in belt use would cut 2,000 deaths off last year's total of 44,529, he said. Curry noted that the only break in the downward trend of deaths came during the late 1970s, when Naderite Joan Claybrook headed the agency. "The inmates were in charge of the asylum then," Curry said.

SCENE STEALER — The Nissan Motor Co. Ltd. 1991 annual report is a wealth of news and data on the inside. For instance, net income was \$346 million, and the company has 133,316 shareholders. But the cover offers trendy, stylized drama: A misty New York street, neon golden arches, a man in a Nissan Figaro coupe talking to a pretty woman. Figaro is a niche hit in Japan, where 200,000 buyers vied by lottery for 50,000 cars. The cover is a scene from an artsy romance movie called "Figaro," reportedly made with some Nissan financial backing. It follows a couple through Tokyo, Paris and New York. Neither car nor film is coming here, so don't look for the cover photo, either. Nissan says U.S. readers will get something else.



Nissan's annual report features a little romance.

in brief

SERVICE

Ford extends warranty to '91s

DEARBORN, Mich. — Ford's new 1992-model bumper-to-bumper warranty coverage has been extended to 1991 Ford and Mercury vehicles with the purchase of a special Extended Service Plan contract.

Ford and Mercury dealers can now offer owners of 1991 Ford and Mercury cars and Ford light trucks three-year/36,000-mile bumper-to-bumper Extended Service Plan coverage with no deductible. The plan has a suggested retail price of \$275, although individual dealer prices vary.

With eligibility limited to vehicles under two years/24,000 miles, the extended service bumper-to-bumper plan provides similar coverage to the 1992 warranty. The exception is towing-related services, which are already covered under the 1991 basic and powertrain coverage of the limited warranty.

LoJack records 95% recovery rate

LOS ANGELES — After a year of operating in cities in seven states, LoJack Corp. says 95 percent of stolen vehicles equipped with the company's tracking unit have been recovered.

Through the end of May, LoJack reported 2,057 unit activations leading to the recovery of 1,943 vehicles. The Needham, Mass., based company has agreements with law enforcement agencies in Massachusetts, New Jersey, Michigan, Illinois, Florida and California.

In the Los Angeles area, police recovered 65 of 70 stolen LoJack-equipped vehicles and credit the system with helping officials uncover several "chop shops."

Toyota names contest winner

TORRANCE, Calif. — Carolyn Edwards of Marietta Toyota of Marietta, Ga., has been named the winner of the automaker's first national contest for assistant service managers.

Edwards was awarded \$10,000 toward a new Toyota, a trip to Japan and \$3,000 cash. She was one of 400 assistant service managers who qualified for the contest, out of 2,000 Toyota assistant service managers.

Training program reaches milestone

DEARBORN, Mich. — Ford Motor Co.'s Automotive Student Service Educational Training program has graduated its 1,000th student since being established in 1985.

The two-year program is a joint effort of the automaker and 54 local community colleges and technical schools to develop entry-level service technicians. During the program, students alternate between the classroom and dealerships every nine weeks.

GM tests recycled coolants

Results to guide dealers on use

DALE JEWETT

Service Editor

General Motors is testing engine coolant produced by several recycling processes to determine which, if any, won't damage vehicle cooling systems.

Greater concern for the environment, coupled with stricter local, state and federal regulations governing disposal of wastes, has forced new-car dealers to choose between paying to have used coolant hauled away or buying a recycling machine.

But GM and several other automakers have advised their dealers not to use recycled coolant, warning that it could void the warranty.

"Our concern right now is that we're not sure of the product," said Fred Uhlig, director of research and development for GM's Service Technology Group.

The goal of the study, according to project coordinator Wayne Bradley, is to prove out the different recycling processes — both dealership-based machines and off-site centers — to be able to make recommendations to GM dealers.

Because not much attention has been paid to coolant recycling until recently, Bradley said no standards exist for classifying used coolant and measuring performance of recycled coolant.

Bradley is a member of an American Society of Testing Materials committee working to set such standards. But for the study, Bradley is using GM standards for virgin coolant.

"When you look at most claims by makers of coolant recycling machines, they claim to meet the standards," Bradley said. "But you don't know what the quality of the beginning coolant was."

Last spring, Bradley set out to create a worst-case scenario and solicited coolant samples from GM employee vehicles. From 600 submissions, he took the oldest 200 with a mean age of seven years of use.

In addition, coolant from 30 Japanese-built vehicles was added to include inhibitor-based coolant formulations in the study.

Ethylene glycol, the main ingredient in engine coolant, is biodegradable. But used coolant contains contaminants such as lead and zinc. The EPA considers used coolant to be a hazardous waste if the lead content exceeds five parts per million.

Seven recycling processes are

“When you look at most claims by makers of coolant recycling machines, they claim to meet the standards. But you don't know what the quality of the beginning coolant was.”

WAYNE BRADLEY
COOLANT PROJECT COORDINATOR

being tested: filtration with centrifuge; filtration with ion exchange; reverse osmosis; ionic level filtration; chemical filtration; chemical filtration and oxidation; and vacuum distillation.

The study includes processes used by most companies selling recycling equipment, including Kleer-Flo, Wynn's, Butler, Finish Thompson, BG, Stanadyne, Activ and FPPF.

After processing, the samples were first tested for meeting GM

engineering standards for chemical/physical and corrosion properties. The samples were then tested for cavitation corrosion.

Cavitation is formation of bubbles in the coolant that erode metal parts when they collapse. The chemistry of some coolants can accelerate the damage.

By the completion of those tests, about half the processes were unable to produce coolant that met the standards, Bradley said, and were dropped from the survey.

Coolant from the remaining processes has been used in a two-month in-service test in GM fleet vehicles.

Eight companies involved in off-site recycling were invited to participate in that facet of the study. Bradley said five declined.

The participating firms were asked to submit information to GM about their trade names and processes.

GM is randomly acquiring samples of recycled coolant from the participants for testing, with periodic re-testing to confirm quality.

Bradley said results from the study will be completed in late October, and GM will notify dealers of its recommendations.

Bradley also plans to present a technical paper on the study and its conclusions at the SAE convention next year. ■



New part program

Chrysler Corp. has unveiled a new Mopar... First! parts program for Chrysler, Plymouth, Dodge, Jeep and Eagle dealers to target parts sales to garages and service stations. Dealers receive a package of marketing and promotional materials, including a computer disk that prints a customized wholesale parts price list.

Service business holds steady in July

DETROIT — Parts and service business in July was nearly equal to that of the same month a year earlier.

Revenues in July totaled 99.7 percent of the amount in July 1990, as measured by the Automotive News Service Index. For the first seven months of this year, parts and service business totaled 99.5 percent of activity recorded during the same period in 1990.

July was the third consecutive month that business trailed the year-ago total.

The largest gain for the month was noted in repair orders written, up 4.3 percent. Total parts sales and shop parts sales also rose, while gross profit on all labor and parts and accessories sales remained unchanged.

For the year to date, total labor sales and shop parts sales have posted small increases, while gross profit on all labor and parts and accessories and repair orders written have declined slightly.

Among reasons given for the increases for the month:

■ "The effects of the recession are

SERVICE INDEX

99.7*

July '91 Jan.-July '91
vs. July '90 Jan.-July '90

Gross Profit on All Labor and P&A Sales	0%	-0.6%
Repair Orders Written	+4.3%	-0.1%
Total Labor Sales (Customer & Warranty)	+3.2%	+1.3%
Shop Parts Sales (Customer & Warranty)	+3.0%	+2.8%
Sales of All P&A	-2.3%	-1.0%

* Survey by Automotive News shows that dealers' service and parts business in July 1991 was 99.7 percent of business in July 1990. Service business in the first seven months of 1991 was 99.5 percent of business in the corresponding period in 1990.

starting to show recovery," reported one dealer. "The work that vehicles needed during the tough times is now being done. Most improved is customer-paid work. Let's hope this is just the beginning."

■ Another dealer said, "Longer factory warranties are starting to show up on warranty sales as units age." The dealer also reported an "increase in summer tourist traffic for repairs" and "very effective" service management.

■ Another dealer wrote, "July was one of the hottest months in history, which surely affected service volume."

Figures used in the Automotive News Service Index are compiled from monthly reports on service and parts business from a cross section of the nation's new-car dealers.

Shops use video images to speed repairs

SAN ANTONIO — Insurance company United Services Automobile Association and seven repair shops here are testing a system of transmitting photos of wrecked vehicles over telephone lines to cut the time needed to approve repair work.

The repair shops use images from a video camcorder and a Photophone, developed by Image Data Corp. of San Antonio, to send pic-

tures and information over phone lines to the insurance company's claims department.

The system is being used primarily to handle supplemental claims, estimates submitted by repair shops to repair damage not detected in the original appraisal.

Supplemental claims are common since internal damage is often difficult to identify until a vehicle is disassembled.

Typically, such a claim requires an appraiser to be sent to the repair shop for another inspection, holding up repair work for up to three days.

With the Photophone system, the insurance company says it can approve supplemental claims in minutes. The system also speeds up payment to repair shops, cutting the turnaround time from as much as 30 days to as little as two days.

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QUESTION:

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in common?

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Maroone Chevy/Olds/Dodge
Potamkin Auto Group
South Motors
Honda/BMW/Infiniti/Buick
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August import sales drop 12.7%

JIM HENRY

Staff Reporter

"Near-luxury" import models like the Acura Vigor, BMW 325i, Mitsubishi Diamante and Infiniti G20 were pockets of strength in a weak August.

Sales of imported cars fell 12.7 percent compared with the year-ago month. The decline mirrored the 12.1 percent drop-off for all U.S. cars, imported and domestic.

The newest "near-luxury" model

reflected in the August figures, the BMW 325i, was introduced in late June. It helped boost 3-series sales 16.4 percent for August. For the year to date, 3-series sales were down 13.9 percent.

The Acura Vigor, launched in April, is accounting for a growing share of Acura sales.

The Vigor made up 13.8 percent of Acura's August sales, which were down 1.1 percent for the month primarily because of a big

drop in Integra sales.

Another entry-level, second-channel model, the Infiniti G20, accounted for 26.8 percent of Infiniti's August sales.

So far this year, nearly four of every 10 Infiniti sales have been G20s.

Infiniti's sales were up 148.3 percent in August and 94.1 percent for eight months.

August sales of the flagship Q45 rose 111.1 percent and were up

35.2 percent for the year. Without the G20, Infiniti would still be up 19.0 percent for the year.

The Mitsubishi Diamante was first sold in significant numbers in May. The Diamante accounted for 33.2 percent of the company's August sales.

August also marked the first appearance of the Mitsubishi Expo and the Expo LRV in the company's monthly sales figures, at a total of 409 units.

IMPORTED CAR SALES, AUGUST & YTD

	Aug. 1991	Aug. 1990	8 Mos. 1991	8 Mos. 1990		Aug. 1991	Aug. 1990	8 Mos. 1991	8 Mos. 1990
Integra	5,542	8,533	47,839	59,377	300SEL	76	293	892	2,481
Legend	5,271	4,303	41,871	38,361	420SEL	631	477	3,377	4,354
MSX	165	45	1,565	45	560SEL	379	359	1,932	3,034
Vigor	1,756	0	6,454	0	SL Coupe	563	836	5,298	5,602
ACURA	12,734	12,881	97,729	97,783	560SEC	82	113	446	1,171
Milano	0	7	3	39	Tourist	91	198	395	976
Spider	108	163	1,099	1,481	MERCEDES	5,076	6,400	38,253	48,991
164	200	234	1,570	712	Tracer	3,538	4,340	30,036	17,358
ALFA ROMEO	308	404	2,672	2,232	Capri	1,733	1,281	13,866	2,988
ASTON MARTIN	5	5	40	40	XR4Ti	0	0	0	198
4000	0	0	0	1	Scorpio	0	0	0	2,424
5000	0	0	0	11	MERCURY	5,271	5,621	43,902	22,968
80	145	461	1,279	3,222	Starion	0	0	0	18
90	56	273	788	2,365	Diamante	2,181	0	8,551	0
V8 Quattro	46	122	324	1,214	Mirage (Import)	525	1,215	15,693	38,167
Coupe Quattro	17	72	212	626	Mirage (Domestic)	1,962	0	14,306	0
100/200	478	799	4,622	5,910	Gaiam	2,381	2,935	24,808	31,585
100/200 Quattro	88	125	621	1,149	Sigma	2	127	142	1,449
AUDI	830	1,852	7,846	14,498	Precis	436	371	1,789	3,298
3 series	3,017	2,592	17,115	19,878	3000GT	638	1	8,299	15
635 CSI	1,467	1,625	11,772	14,671	Expo LRV	154	0	154	0
7 series	632	892	3,383	5,849	Expo	255	0	255	0
850i	65	0	1,195	0	Wagon	5	235	187	948
M3	26	71	296	544	WAGON	6,577	4,884	58,878	75,480
M5	26	55	264	244	Sentra (Import)	3,649	2,927	19,299	42,472
M6	0	0	0	6	Sentra (Domestic)	8,470	10,581	80,493	68,490
BMW	5,233	5,240	34,031	41,435	Pulsar	1	202	32	3,710
Geo Storm	7,714	5,615	58,670	66,610	NX	992	0	4,861	0
Geo Metro (Import)	1,589	3,815	9,316	33,488	Stanza	9,475	8,587	49,705	54,551
Geo Metro (Domestic)	6,406	6,060	45,645	21,035	Maxima	9,159	8,626	68,019	67,694
CHEVROLET/GEO	9,283	9,438	67,986	100,098	240SX/200SX	3,001	6,466	22,753	37,483
Colt	3,137	3,803	19,420	25,680	300ZX	1,662	1,636	9,886	14,850
Conquest	0	0	0	896	Hawaii	338	434	1,741	2,354
Medallion	0	0	0	475	NISSAN	28,277	28,878	176,296	223,114
Stealth	1,585	0	12,797	0	PEUGEOT	577	359	2,817	3,072
Summit (Import)	839	951	5,731	9,854	PONTIAC LeMans	4,829	4,884	25,767	38,355
Summit (Domestic)	1,034	0	5,292	0	924S/944	0	0	0	172
Vista	1,062	236	5,517	3,521	944S/Cabriolet	78	317	685	2,348
TC	64	259	863	2,578	944 Turbo	0	0	0	0
CHRYSLER MOTORS	6,687	5,249	44,328	43,084	911 Carrera 2	109	201	1,429	2,241
DAIHATSU	485	1,106	4,362	7,807	911 Turbo	29	0	0	0
FERRARI	88	80	640	640	911 Carrera 4	69	103	513	1,193
FORD Festival	2,942	4,584	25,088	39,377	928S/GT	22	37	199	432
Civic/CRX (Import)	7,388	5,296	48,283	44,870	PORSCHE	307	658	3,152	6,531
Civic (Domestic)	20,783	20,949	105,816	139,908	ROLLS-ROYCE	22	50	522	750
Accord (Import)	4,132	9,870	51,856	93,033	900	235	420	3,326	3,478
Accord (Domestic)	32,895	24,215	225,713	187,627	900S	417	584	4,677	4,673
Prelude	3,009	4,858	17,519	30,287	900 Turbo	537	339	3,502	5,082
HONDA	14,529	20,824	117,658	168,190	9000S	532	268	3,168	1,607
Excel	8,055	9,571	45,628	71,627	9000CD	411	192	2,201	2,184
Sonata	2,595	3,308	15,687	21,794	9000 Turbo	280	565	1,550	2,118
Scoupe	2,756	0	20,537	0	Tourist	12	18	75	125
HYUNDAI	13,486	12,879	81,852	93,421	SAAB	2,424	2,386	18,499	19,267
M30	1,138	809	4,536	4,952	STERLING	481	247	2,359	2,856
O45	2,375	1,125	11,300	8,357	Legacy (Import)	798	5,913	12,552	37,379
G20	1,289	0	9,996	0	Legacy (Domestic)	3,975	2,315	34,197	7,226
INFINITI	4,882	1,934	25,832	13,309	Loyale	2,372	1,960	20,853	16,552
I-Mark	3	70	83	1,090	XT/XT6	314	72	1,341	937
Impulse	246	316	2,463	1,492	Justy	580	1,374	4,940	10,073
Stylus	859	51	6,752	51	SUBARU	4,064	9,442	39,888	65,958
ISUZU	1,108	437	9,308	2,833	SUZUKI	481	668	3,871	4,358
XJ6	854	1,147	4,537	9,141	Corolla (Import)	3,175	9,469	40,471	61,836
XJS	383	362	1,875	3,228	Corolla (Domestic)	17,156	16,269	91,259	96,432
JAGUAR	1,237	1,589	6,412	12,388	Paseo	3,651	0	11,515	0
LAMBORGHINI	13	13	184	184	Terzeta	9,673	9,642	73,112	65,361
ES250	721	2,255	11,553	13,627	Delica	5,505	7,356	46,268	56,741
LS400	4,045	3,856	25,057	26,519	Supra	327	467	2,515	4,841
SC400	1,486	0	4,490	0	Camry (Import)	2,092	9,100	38,789	47,431
LEXUS	8,252	6,111	41,180	40,146	Camry (Domestic)	22,664	25,529	141,504	148,651
LOTUS	27	27	216	216	Cressida	897	1,407	6,773	7,868
MASERATI	28	28	180	180	MR2	754	1,535	7,404	9,932
323	2,007	2,748	13,048	15,646	TOYOTA	28,874	30,876	228,847	254,818
Protege	6,550	3,788	35,558	32,414	Cabriolet	524	684	4,285	5,876
626 (Import)	680	1,545	10,523	17,057	Corrado	146	582	3,398	3,749
626 (Domestic)	5,385	6,645	42,076	30,030	Jetta	3,683	5,034	27,825	42,755
MX-6 (Import)	201	28	1,390	140	Golf/GTI	1,392	1,651	10,063	11,770
MX-6 (Domestic)	980	2,686	17,929	21,297	Passat	1,863	1,617	11,389	10,175
Mitsa	2,583	3,219	25,483	26,213	Quantum	0	0	2	28
929	1,632	1,533	10,121	11,364	Scirocco	0	3	0	12
RX-7	870	889	5,422	7,218	Fox	970	2,124	9,498	17,325
MAZDA	14,533	13,780	101,546	118,962	VOLKSWAGEN	8,578	11,895	66,200	91,000
190	1,103	1,452	9,399	8,836	240 series	933	2,948	17,738	23,646
300E 2.6/200E	253	404	2,342	1,677	700 series	2,635	5,521	22,774	41,000
300	1,150	1,548	9,789	15,878	Tourist	53	79	361	841
300SE	394	490	2,745	4,327	VOLVO	8,336	8,548	51,311	65,487
350SDL Turbo	136	210	960	635	YUGO	318	452	1,821	4,738
350SD	218	20	1,098	20	IMPORT TOTAL	183,325	221,489	1,429,481	1,787,129

*Estimate • Includes units produced in Canada

NOTE: Domestic cars not included in imported totals.

Compiled by Karen Deffenfeld

Nissan unveils technology to reduce noise

TOKYO — Nissan Motor Co. Ltd. has applied for patents on a system to neutralize engine noise in the passenger compartment with counterbalancing sound waves.

The company is expected to introduce the system this month on its Bluebird model, which is sold only in Japan.

The technology has been used on refrigerators and is under study for use on larger systems, cars and airplanes.

Although the technology has been used on prototype vehicles, Nissan would be the first to use it on a production vehicle.

obituaries

Frank Carroll

PRESQUE ISLE, Maine — Frank "Skip" Carroll of Carroll's Auto Sales (Chevrolet-Buick-Oldsmobile-Cadillac), died Sept. 9.

He was a past president of the Maine Automobile Dealers Association.

Joseph Casner Jr.

MADISON, Conn. — Joseph Casner Jr., retired owner of Casner Oldsmobile, died Sept. 4.

He was 79.

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August car-truck sales dip 9% in Canada

CANADIAN CAR AND TRUCK SALES

	AUGUST 1991			
	Aug. 1991	Aug. 1990	8 mos. 1991	8 mos. 1990
BMW (imported car)	433	362	2,935	2,630
N.A. car	6,563	6,707	68,297	74,100
Imported car	1,339	1,129	13,267	10,741
N.A. truck	5,684	5,702	67,423	63,232
Imported truck	131	73	958	1,193
CHRYSLER	13,717	13,611	149,945	149,266
N.A. car	10,653	14,050	99,819	108,884
Imported car	430	667	5,088	4,456
N.A. truck	7,388	9,477	70,087	87,711
FORD	18,471	24,194	174,994	201,051
N.A. car	19,137	21,361	207,941	213,114
Imported car	1,273	804	5,217	3,921
N.A. truck	9,636	11,515	97,420	105,553
Imported truck	288	371	2,601	2,715
GM	30,334	34,051	313,179	325,303
N.A. car	2,544	4,241	17,997	24,370
Imported car	6,812	6,034	56,787	46,522
HONDA	9,356	10,275	74,784	70,892
N.A. car	585	770	3,717	4,083
Imported car	1,426	1,514	11,789	11,498
HYUNDAI	2,011	2,284	15,506	15,581
JAGUAR (imported car)	64	60	489	765
Imported car	66	47	351	445
Imported truck	12	18	114	124
LADA	78	65	465	569
LAND ROVER (imported truck)	13	11	96	21
N.A. car	452	393	4,771	2,982
Imported car	3,081	1,862	21,055	19,479
Truck**	1,372	1,831	15,722	13,271
MAZDA	4,906	4,096	41,548	35,732
MERCEDES-BENZ (imported car)	243	270	2,400	2,850
N.A. car	881	0	6,300	0
Imported car	1,904	2,237	14,971	17,326
Truck**	1,154	1,469	8,721	10,239
NISSAN	3,939	3,706	29,992	27,565
PEUGEOT (imported car)	14	7	117	79
SUBARU (imported car)	702	738	5,826	5,092
N.A. car	170	18	1,024	266
Imported car	360	247	3,565	5,389
N.A. truck	120	95	2,590	1,312
Imported truck	375	152	2,838	4,021
SUZUKI	1,025	512	10,017	10,988
N.A. car	1,481	1,297	14,991	7,587
Imported car	5,129	5,953	37,344	45,178
Imported truck	1,857	1,510	14,039	12,069
TOYOTA	8,467	8,760	66,374	65,834
Imported car	2,918	3,048	23,827	24,101
Imported truck	68	86	646	733
VOLKSWAGEN	2,986	3,134	24,473	24,834
N.A. car	104	348	1,201	2,244
Imported car	216	234	1,908	1,664
VOLVO	320	582	3,109	3,908
N.A. car	42,570	49,185	426,058	437,630
Imported car	26,410	25,213	206,936	203,136
TOTAL CAR	68,980	74,398	632,994	640,766
N.A. truck	22,828	26,789	237,520	257,808
Imported truck	5,270	5,521	45,735	44,386
TOTAL TRUCK	28,098	32,310	283,255	302,194
TOTAL CANADA SALES	97,078	106,708	916,249	942,960

*Includes Passport and Saab sales.

**Break down of N.A.-built and imported sales not available.

NOTE: N.A. sales are cars and trucks built in the United States and Canada.

Source: Automotive News Data Center and Assn. of Int'l. Automobile Mfrs. of Canada

ANNE E. WRIGHT

Chief Statistician

Sales of light vehicles in Canada were down 9.0 percent in August after increasing the two previous months.

Car sales slipped to 68,980, falling behind the year-ago month by 7.3 percent. Car sales had been on the rise since March. With the August results, they were down 1.2 percent for the year.

Truck sales dropped 13.0 percent to 28,098 and were off 6.3 percent for the first eight months.

One trend-breaker was Mazda; the company's sales jumped 20.0 percent for the month. Mazda was up 16.3 percent for the year.

Nissan also reported gains for the month and year-to-date. In August, Nissan's car sales rose 24.5

percent, countering a 21.4 percent drop in truck sales for a net increase of 6.3 percent.

Other volume importers reporting gains for the month included BMW (19.6 percent), Jaguar (6.7 percent), and Suzuki (100.2 percent).

Among the country's Big Three, General Motors of Canada and Ford of Canada posted double-digit percentage decreases for the month.

GM sales were down 10.9 percent for the month and 3.7 percent for the year. Ford of Canada was hit harder, dropping 23.7 percent in August and 13.0 percent for the year.

Ford suffered August declines across the board — North American and imported cars and North

American trucks. GM's sales of imported cars rose 58.3 percent for the month, but its sales of North American cars and trucks and imported trucks were down.

Both GM and Ford were optimistic that the Canadian economy was on the way to recovery following the gains in previous months.

"The recovery we saw in June and July slackened, mostly in late August," said John Radford, vice president of general marketing for Ford of Canada. "But we see it only as a blip and are confident that sales will come on strong again in September."

Chrysler Canada sales were stable. They increased 0.8 percent for the month and 0.5 percent for the first eight months. **AN**

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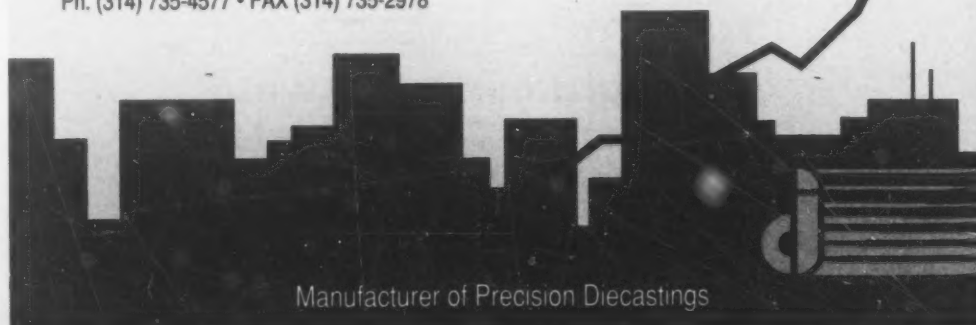
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EPA to review on-board vapor recapture units

MAX GATES

Staff Reporter

WASHINGTON — The long-running debate over the best methods for reducing vapor emissions at gas pumps resumes Sept. 26 when the EPA will hear comments on the safety of on-board vapor recapture systems.

The focus of the hearing, in Romulus, Mich., will be a July report from the National Highway Traffic Safety Administration. The report concluded that on-board fuel vapor recovery systems pose a significant safety risk.

NHTSA, charged with reviewing the safety of on-board systems under the 1990 Clean Air Act amendments, said the size and complexity of the proposed systems would pose a significant risk of fire in collisions.

Vapor recovery systems for use during refueling would have to be three to four times larger than the current on-board systems used for recapturing fuel vapors while the engine is running, NHTSA engineers concluded.

The alternative to on-board recovery systems, so-called Stage II systems which capture gasoline vapors at the fuel pump, are both safer and more efficient, the agency said.

The 1990 amendments mandate on-board refueling vapor recovery systems within four years, but only if the systems are found to be safe. More than 50 major metropolitan areas not meeting federal air quality guidelines would require Stage II systems if on-board devices are deemed unsafe, the EPA said.

1991 U.S. AND CANADA MODEL YEAR PRODUCTION, BY PLANT

CAR OUTPUT

CHRYSLER CORP.

Chrysler Fifth Avenue	44,464
Chrysler Imperial	11,601
Chrysler New Yorker Salon	15,108
Dodge Dynasty	126,025
Belvidere, Ill.	197,190
Eagle Premier	12,516
Dodge Monaco	12,436
Bramalea, Ontario	24,952
Dodge Spirit	97,696
Chrysler LeBaron A	7
Plymouth Acclaim	113,434
Newark, Del.	211,137
Dodge Shadow	77,084
Plymouth Sundance	70,769
Sterling Heights, Mich.	147,853
Chrysler LeBaron J	43,900
Dodge Daytona	20,443
St. Louis (No. 1)	64,343
Total Chrysler	645,483

FORD MOTOR CO.

Ford Taurus	154,088
Mercury Sable	45,947
Atlanta	200,035
Ford Taurus	148,489
Mercury Sable	50,330
Chicago	198,819
Ford Mustang	98,737
Dearborn, Mich.	98,737
Ford Tempo	111,441
Mercury Topaz	43,745
Kansas City, Mo.	155,186
Ford Thunderbird	82,814
Mercury Cougar	63,701
Lorain, Ohio	146,515
Ford Tempo	106,756
Mercury Topaz	36,145
Oakville, Ontario	142,901
Ford Crown Victoria	85,532
Mercury Grand Marquis	82,433
St. Thomas, Ontario	167,965
Ford Escort	304,127
Wayne, Mich.	304,127
Lincoln Continental	124,919
Lincoln Mark VII	9,299
Lincoln Town Car	53,109
Wixom, Mich.	187,327
Total Ford	1,601,612

GENERAL MOTORS

Cadillac Brougham	27,231
Chevrolet Caprice	52,615
Olds. Custom Cruiser	0
Arlington, Texas	79,846

Chevrolet Corvette	20,639
Bowling Green, Ky.	28,639
Buick Riviera	13,168
Cadillac Allante	2,500
Cadillac Eldorado	16,212
Cadillac Seville	26,431
Olds. Toronado	8,053
Detroit-Hamtramck, Mich.	68,364
Olds. Cutlass Supreme	100,009
Deraville, Ga.	190,089
Pontiac Grand Prix	101,211
Fairfax, Kan.	181,211
Buick LeSabre	90,756
Olds. 88 Royale	38,049
Flint, Mich. (Buick City)	123,905
Chevrolet Cavalier	102,174
Janesville, Wis.	182,174
Cadillac DeVille	147,998
Olds. 98	54,905
Lake Orion, Mich.	292,903
Buick Skylark	77,340
Oldsmobile Calais	75,414
Lansing, Mich. (A plant)	152,754
Pontiac Grand Am	178,150
Lansing, Mich. (B plant)	178,150
Buick Reatta	1,520
Lansing, Mich.	1,520
(Reatta Craft Centre)	1,520
Chevrolet Corsica-Beretta	111,015
Linden, N.J.	111,015
Chevrolet Cavalier	224,673
Pontiac Sunbird	155,429
Lordstown, Ohio	380,182
Buick Century	76,523
Olds. Cutlass Ciera	63,198
Pontiac 6000	34,721
Oklahoma City	174,442
Chevrolet Lumina	163,287
Oskawa, Ontario (No. 1)	163,287
Buick Regal	114,208
Chevrolet Lumina	51,241
Oskawa, Ontario (No. 2)	165,449
Olds. Cutlass Ciera	64,356
St. Theresa, Quebec	64,356
Chevrolet Camaro	100,838
Pontiac Firebird	50,247
Van Nuys, Calif.	151,085
Buick Park Ave.	109,482
Olds. 88 Royale	18,198
Pontiac Bonneville	46,603
Wentzville, Mo.	174,283
Buick Roadmaster wagon	7,466
Chevrolet Caprice	164,846
Olds. Custom Cruiser	7,663
wagon	7,663
Willow Run, Mich.	179,975
Chevrolet Corsica-Beretta	159,138
Wilmington, Del.	159,138
Saturn*	48,629
Spring Hill, Tenn.	48,629
Total General Motors	2,986,216

Geo Metro/Suzuki Swift	108,456
Ingersoll, Ontario	108,456
Total CAMI	108,456
DIAMOND-STAR MOTORS CORP.	
Eagle Summit	9,385
Eagle Talon	35,318
Mitsubishi Eclipse	55,501
Mitsubishi Mirage	16,472
Plymouth Laser	32,394
Normal, Ill.	149,076
Total Diamond-Star	149,076
HONDA OF AMERICA MFG. INC.	
Honda Civic	112,655
Alliston, Ontario	112,655
Honda Accord	1,440
Honda Civic	86,237
East Liberty, Ohio	87,677
Honda Accord	352,089
Honda Civic	0
Marysville, Ohio	552,421
Total Honda	112,655
HYUNDAI AUTO CANADA	
Hyundai Sonata	26,706
Bromont, Quebec	26,706
Total Hyundai	26,706
MAZDA MOTOR MFG. (U.S.A.) CORP.	
Ford Probe	93,814
Mazda MX-6	59,262
Mazda 626	32,583
Ford Probe	185,659
Total Mazda	185,659
NEW UNITED MOTOR MFG. INC.	
Chevrolet Geo Prizm	95,000
Toyota Corolla	102,060
Fremont, Calif.	197,060
Total NUMMI	197,060
NISSAN MOTOR MFG. CORP. U.S.A.	
Nissan Sentra	121,085
Smyrna, Tenn.	121,085
Total Nissan	121,085
SUBARU-ISUZU AUTOMOTIVE INC.	
Subaru Legacy	51,528
Lafayette, Ind.	51,528
Total Subaru	51,528
TOYOTA MOTOR MFG. INC. U.S.A.	
Toyota Camry	205,960
Georgetown, Ky.	205,960
Toyota Corolla	65,000
Cambridge, Ontario	65,000
Total Toyota	270,960
VOLVO	
Volvo 740-940 series	8,089
Halifax, Nova Scotia	8,089
Total Volvo	8,089
Total U.S. car	5,774,529
Total Canada car	1,049,616
Total U.S. and Canada car	6,824,145

TRUCK OUTPUT

CHRYSLER CORP.

Jeep Wrangler	57,241
Brampton, Ontario	57,241
Dodge Ram Van	44,092
Dodge Ram Wagon	17,216
Pillette (Windsor, Ontario)	61,388
Chrysler Town & Country	2,412
Dodge Caravan	90,963
Dodge Caravan C/V	2,158
Plymouth Voyager	73,551
St. Louis (No. 2)	169,084
Jeep Cherokee	130,776
Jeep Comanche	8,180
Jeep Grand Wagoneer	4,239
Jeep Wagoneer	3,152
Toledo, Ohio	146,347
Dodge full-sized pickups	90,661
Dodge Dakota	80,596
Warren, Mich.	171,257
Dodge Caravan	124,028
Dodge Caravan C/V	6,719
Plymouth Voyager	94,025
Windsor, Ontario	224,772
Total Chrysler	830,009

FORD MOTOR CO.

Ford Ranger	52,991
Edison, N.J.	52,991
Ford F-series pickups	138,198
Kansas City, Mo.	138,198
Ford heavy trucks	38,841
Kentucky truck (Louisville)	38,841
Ford Econoline	120,207
Ford Club Wagon	22,698
Lorain, Ohio	142,906
Ford Explorer	359,139
Ford Ranger	110,633
Mazda Navajo	14,643
Louisville, Ky.	484,415
Ford Bronco	25,001
Ford F-series pickups	57,866
Michigan truck (Wayne)	82,867
Ford F-series pickups	119,759
Norfolk, Va.	119,759
Ford F-series pickups	110,865
Ontario Truck (Oakville)	110,865
Ford Aerostar	172,535
St. Louis	172,535
Ford F-series pickups	31,426
Ford Ranger	94,346
St. Paul, Minn. (Twin Cities)	125,772
Total Ford	1,469,148

GENERAL MOTORS

Chevrolet Astro	114,135
GMC Safari	43,301
Baltimore	157,436
Chevrolet & GMC P models	19,695
Detroit	19,695
Chevrolet Blazer	10,512
Chevrolet Suburban	42,277
Chevrolet commercial RV	7,554
GMC Jimmy	3,027

GMC Suburban	27,069
GMC commercial RV	3,004
Flint, Mich.	93,443
Chevrolet C/K pickup	126,963
GMC Sierra	39,363
Fort Wayne, Ind.	166,326
Chevrolet Kodiak	12,306
GMC Topkick	20,696
Janesville, Wis.	33,002
Chevrolet full-sized vans	41,685
GMC full-sized vans	17,513
Lordstown, Ohio	59,198
Chevrolet S-10 pickup	121,693
Chevrolet Blazer	104,200
Chevrolet postal vehicles	30,802
GMC Sonoma	28,366
GMC Jimmy	33,155
Oldsmobile Bravada	11,145
Moraine, Ohio	329,361
Chevrolet C/K pickup	144,156
GMC Sierra	52,812
Oshawa, Ontario	196,968
Chevrolet medium duty	3,725
GMC medium duty	1,905
Pontiac, Mich. (Central)	5,630
Chevrolet C/K pickups	119,883
GMC Sierra	47,457
Pontiac, Mich. (East)	187,320
Chevrolet S10 pickup	71,742
Chevrolet S10 Blazer	40,893
GMC Sonoma	20,747
GMC S15 Jimmy	13,968
Pontiac, Mich. (West)	147,350
Chevrolet full-sized vans	46,213
GMC full-sized vans	18,460
Scarborough, Ontario	84,673
Chevrolet S10 pickup	164,962
Chevrolet S10 Blazer	47,587
GMC Sonoma	41,109
GMC S15 Jimmy	14,671
Shreveport, La.	268,329
Chevrolet Lumina APV	43,069
Oldsmobile Silhouette	17,793
Pontiac Trans Sport	25,751
Tarrytown, N.Y.	86,613
Total General Motors	1,795,344
CAMI	
Geo Tracker-Suzuki Swift	50,605
Ingersoll, Ontario	50,605
Total CAMI	50,605
NISSAN MOTOR MFG. CORP. U.S.A.	
Nissan pickup	129,698
Smyrna, Tenn.	129,698
Total Nissan	129,698
SUBARU-ISUZU AUTOMOTIVE INC.	
Isuzu Pickup	19,221
Isuzu Rodeo	31,378
Lafayette, Ind.	50,599
Total Subaru-Isuzu	50,599
Total U.S. truck	3,558,971
Total Canada truck	768,432
Total U.S. and Canada truck	4,327,403

TOP PLANT

Ford Louisville wins for '91-model year

continued from PAGE 1

production of the Civic from Marysville to East Liberty, Ohio. The Marysville facility now produces only the Accord, America's best-selling car; for the year, it made 352,089 of them.

General Motors' Lordstown, Ohio, plant was No. 2 in total vehicle output for the 1991 model year. The plant produced 380,102 Chevrolet Cavaliers and Pontiac Sunbirds.

Sales for the 1991 model year are lackluster, even compared to the less than mediocre 1990. The model year, which ends Sept. 30, will show sales off more than 10 percent. Manufacturers cut production at almost every plant in order to keep supplies in balance with anemic sales.

Nonetheless, thanks to strength in the sport-utility segment, U.S. truck production exceeded output for the 1990 model year. Declines in Canadian truck production more than offset the U.S. gains.

Ford reported a 5.1 percent increase in U.S. truck production. Besides Explorer, Ford began producing the Mazda Navajo at the Louisville plant.

GM's model year truck sales are slow, but production increased in the 1991 model year for both Chevrolet and GMC. According to GM, the increased production is in preparation for the fall selling season, in light of increased market share for small pickups and sport-

1991 MODEL YEAR PRODUCTION BY STATE

	Car	Truck	Total
Michigan	1,634,174	687,562	2,321,736
Ohio	966,383	677,811	1,644,194
Missouri	393,812	479,817	873,629
Kentucky	226,599	484,415	711,014
Illinois	545,087	—	545,087
Delaware	370,275	—	370,275
California	348,145	—	348,145
Tennessee	169,714	108,530	278,244
Georgia	300,124	—	300,124
Indiana	51,528	216,925	268,453
Louisiana	—	268,329	268,329
Oklahoma	174,442	—	174,442
New Jersey	111,015	52,991	164,006
Maryland	—	157,436	157,436
Wisconsin	102,174	33,002	135,176
Minnesota	—	125,772	125,772
Virginia	—	119,759	119,759
Kansas	101,211	—	101,211
New York	—	86,613	86,613
Texas	79,846	—	79,846
Total U.S.	5,774,529	3,049,616	8,824,145

BY PROVINCE

	Car	Truck	Total
Ontario	950,665	766,432	1,717,097
Quebec	91,062	—	91,062
Nova Scotia	8,089	—	8,089
Total Canada	1,049,816	766,432	1,816,248
Total U.S. & Canada	6,824,345	3,816,048	10,640,393

Source: Automotive News Data Center

utilities.

The only new assembly plant for the 1991 model year was GM's Saturn Corp. facility in Spring Hill, Tenn. The plant accounted for almost 49,000 cars in the 1991 model year.

Diamond-Star Motors Corp. added two new 1991 models, the Eagle Summit and Mitsubishi Mirage. Diamond-Star is a joint-venture between Chrysler Corp. and Mitsubishi Motors Corp. Despite the two new models, production at

the Normal, Ill., facility was down 8.4 percent.

Three transplants reported increases in U.S. car production: Nissan Motor Manufacturing Corp. U.S.A., 22.7 percent; New United Motor Manufacturing Inc., 1.4 percent; and Subaru-Isuzu Automotive Inc., 334.9 percent.

Nissan boosted production of the Sentra during the model year, and Subaru-Isuzu's plant in Lafayette, Ind., was in its infancy in the 1990 model year. Subaru-Isuzu began

TOP 10 PLANTS BY PRODUCTION U.S. and CANADA

Louisville, Ky.	Ford	484,415
Lorain, Ohio	Ford	380,102
Marysville, Ohio	Honda	352,089
Moraine, Ohio	GM	329,361
Wayne, Mich.	Ford	304,127
Shreveport, La.	GM	268,329
Windsor, Ontario	Chrysler	224,772
Newark, Del.	Chrysler	211,137
Georgetown, Ky.	Toyota	205,960
Lake Orion, Mich.	GM	202,903

building the Isuzu Rodeo during the year and finished with 31,378 Rodeos.

Production in the United States and Canada totaled 11,149,748 cars and trucks in the 1991 model year, 3.0 percent below the 11,494,489 built in the 1990 model year.

Mississippi hits misleading ads

JACKSON, Miss. — The state Motor Vehicle Commission has ruled that four Jackson car dealerships placed misleading ads and should serve six months' probation.

A \$5,000 fine will be dropped if the probation is completed without incident, the ruling said.

Barry Canada, lawyer for Regency Nissan, Regency Toyota, Regency Mitsubishi and Regency Subaru, said he will appeal the ruling to Hinds County Chancery Court.

The ruling says the four Regency dealerships ran "bait advertising" that "did not reveal the availability of advertised vehicles and failed to disclose material facts concerning the advertised vehicles."

DAEWOO

Discussions won't derail LeMans

continued from PAGE 4

pull the plug on its investment and walk away from one of the world's most dynamic economies and strongest growing domestic auto markets.

More likely, GM is looking to the government to lend a helping hand to restructure the troubled partnership and perhaps act as a mediator in arranging for a Korean partner to buy out Daewoo and become GM's new partner.

The company most often mentioned in this context is the Samsung Group, which has been denied entry to the automotive business but is quietly recruiting top-notch personnel from Korean auto companies.

Last year, the government denied Samsung its application to enter automotive manufacturing. But a reappraisal was promised for next month.

The Ssangyong Group's name also has come up, but analysts discount the possibility. Ssangyong is cementing a closer relationship with Mercedes-Benz AG, which recently granted the company licenses to produce light commercial vehicles and engines in Korea.

Lee Jong-Dae, president of the Kia Economic Research Institute, expects some changes. "I don't know that GM and Daewoo will part," he said, "but some kind of rearrangement must be made to continue the joint venture in Korea." ■

U.S. CAR AND LIGHT-TRUCK SALES PER DEALER

Make	Car	Truck	Aug. Total	July Total
Toyota	56	24	80	83
Honda	70	—	70	55
Saturn	61	—	61	79
Infiniti	53	—	53	61
Lexus	50	—	50	53
Nissan	33	15	48	54
Ford	21	23	44	50
Acura	42	—	42	45
Mazda	24	16	40	34
Chevrolet	18	19	37	49
Mitsubishi	26	5	31	33
Hyundai	29	—	29	25
Odyssey	7	11	18	22
Isuzu	2	16	18	13
Volvo	16	—	16	14
Buick	15	—	15	18
BMW	14	—	14	13
VW	12	1	13	12
Oldsmobile	12	1	13	17
Pontiac	12	1	13	17
Mercedes	12	—	12	12
Mercury	12	—	12	13
Subaru	11	—	11	15
Plymouth	6	5	11	10
GMC	—	11	11	12
Jeep	—	10	10	11
Cadillac	10	—	10	10
Jaguar	9	—	9	6
Lincoln	8	—	8	9
Saab	8	—	8	7
Suzuki	2	4	6	7
Sterling	4	—	4	4
Peugeot	4	—	4	2
Range Rover	—	4	4	3
Eagle	4	—	4	3
Daihatsu	2	1	3	4
Audi	2	—	2	2
Chrysler	2	—	2	3
Yugo	2	—	2	2
Alfa Romeo	2	—	2	2
Porsche	1	—	1	2

Sept. inventory rises to 60 days

TM HENRY
Staff Reporter

NEW YORK — The combined inventory of new cars and trucks grew slightly in August because of an increase on the truck side. The new-car supply held steady.

The Sept. 1 stockpile represented a 60-day supply, compared to a 58-day supply on Aug. 1.

The industry had a 70-day supply of trucks on Sept. 1, compared to 61 days on Aug. 1. The stockpile rose for each of the Big 3. Domestic truck supplies climbed from 62 to 75 days, while the supply for the much smaller import-truck segment shrank from 58 to 54 days.

The car inventory represented a relatively lean 56-day supply on Sept. 1, the same as on Aug. 1. The supply of domestic cars grew, from 48 to 50 days, but that was well below the year-ago figure of 64 days. Stocks of import cars fell from 78 to 74 days during August.

General Motors had a domestic car inventory of 59 days, compared to 43 days on Aug. 1. A year ago, GM's domestic car supply was 72 days, and GM was the only Big 3

maker with a leaner supply than a year ago.

GM's truck inventory represented 76 selling days on Sept. 1, up from 70 a month earlier.

Like GM, Ford Motor Co.'s days' supply of trucks was fatter than its car figure. Ford had a 69-day supply of domestic cars, up from 56 days on Aug. 1 and 67 days on Sept. 1 last year.

Ford had enough trucks on hand for 73 selling days, compared to 59 days a month earlier.

Chrysler Corp.'s domestic light trucks showed a 75-day supply, while domestic cars were at 83 days. On Aug. 1, the numbers were 55 days for trucks and 84 days for cars.

American Honda Motor Co. Inc. was at 42 days for cars, down from 51 on Aug. 1.

Nissan Motor Corp. in U.S.A. had a 69-day supply of cars and trucks on Sept. 1, compared to 59 days a month earlier.

Toyota Motor Sales U.S.A. Inc. showed the thinnest Sept. 1 inventory — only 23 days worth of cars and trucks, down from 26 days on Aug. 1.

RETAIN Worried carmakers help dealers cope

continued from PAGE 1

General Motors, Chrysler Corp. and NADA have been working on programs to curb the turnover.

GM expects to complete final details of its divisions' programs later this month for presentation to dealers, according to David Hudgens, Chevrolet assistant public relations director.

Chevrolet is the lead division on the program. Hudgens had no specifics on its plan. But GM sources say the program will call for a combination of sales training and added compensation.

Pending dealer approval, enrollment is slated to begin in the fourth quarter and the program is expected to start in first quarter of 1992. One portion of the program calls for salespersons to be credited \$50 (more for Cadillac) for each vehicle they sell. Costs would be shared equally between GM and its dealers.

Salespersons would be paid their funds three years after the sale. For example, funds accrued from the 1992 calendar year would be paid in January 1995. A salesperson loses the original dealer contributions by leaving or moving to another GM dealership selling the same make.

GM would administer the program and distribute payments.

Dealers informed of the program by Automotive News say they would reserve judgment until they heard full details. But they were in favor of the plan.

"I'd love to see the factories come up with special incentive programs for salespeople," adds Mark Schienberg, executive vice president of the Greater New York Auto Dealers Association.

He says that while many dealers have increased the flat salaries they pay salespersons to help offset drops in commissions, there are still dealers with salespersons who survive solely on commission.

Angelo Santoro of North Coast Subaru in Long Island, N.Y., recruits his salespersons to commissions. "It's the only way to make them hungry. Otherwise, they sit back and do nothing. They sit back and do nothing, anyway. Imagine if you offered them a salary," he says.

GM's program is partly patterned on a successful one implemented by Volkswagen of America Inc. The Volkswagen Sales Guild program, now entering its third model year, automatically registers retail salespersons who get a 75 percent or better score on an annual VW product knowledge test. They maintain certification by periodically attending additional training.

As part of the program, they are credited \$150 per vehicle sale, paid in \$50 increments over three years in January of each year.

Audi salespersons are required to take an engineering facts book test and a certification exam and to attend a minimum of one Audi training program to be eligible for various bonuses.

Audi's year-end bonuses range from \$2,000 to \$5,000, depending on the salesperson's performance.

DOMESTIC AND IMPORTED CAR & LIGHT-TRUCK INVENTORIES

Vehicles are domestic unless noted. Vehicles are cars unless noted.

	Days' Supply				Days' Supply		
	Units	1991	1990		Units	1991	1990
ALFA ROMEO (imp.)	1,000	137	100	Carraro/Bentley	24,000	30	30
Acura (imp.)	34,420	79	62	Lexus	29,800	64	27
Domestic car	64,000	32	46	Caprice	29,400	130	66
Imported car	26,300	53	56	Corvette	4,300	86	83
Honda	92,300	37	46	Vaux (trk.)	26,100	107	80
AMERICAN HONDA	120,700	42	51	Spartan (trk.)	1,100	26	64
BMW (imp.)	18,500	54	50	Geo Tracker (trk.)	8,700	77	74
Summit	5,000	130	177	Astro (trk.)	9,800	30	57
Talon	10,000	106	90	Lumina APV (trk.)	7,800	63	39
Premier	2,800	85	30	S10 (trk.)	49,500	71	66
Wrangler (trk.)	10,700	71	43	S10 Blazer (trk.)	23,300	52	61
Cherokee (trk.)	30,700	78	55	Blazer (trk.)	2,100	64	60
Grand Wagoneer (trk.)	400	48	43	Suburban (trk.)	7,400	53	55
Comanche (trk.)	2,000	144	151	Pickups (trk.)	106,100	60	76
Total Jeep-Engle	18,800	107	96	Total Chevrolet (imp.)	161,300	84	36
Total Jeep-Engle (imp.)	200	7	157	Total Chevrolet (trk.)	243,900	73	66
Total Jeep-Engle (trk.)	44,700	78	94	Cadillac	10	3	96
Laser	9,900	91	110	Cadillac Deville	42	24	
Sundance	17,600	78	122	Cadillac Supreme	19,200	80	63
Acclaim	15,100	66	96	88	23,900	72	65
Voyager (trk.)	33,200	63	47	90	15,700	67	46
Total Plymouth	42,800	76	107	Toronado	1,000	62	70
Total Plymouth (trk.)	29,200	63	47	Silhouette (trk.)	3,900	59	46
LeBaron A	4,200	72	102	Bravada (trk.)	3,800	65	123
LeBaron J	4,000	65	71	Total Oldsmobile	86,500	64	48
Fifth Avenue	5,600	73	82	Total Oldsmobile (trk.)	7,700	76	66
Imperial	2,100	111	72	Sunbird	14,800	74	40
New Yorker C	1,900	58	64	Firebird	7,600	66	66
Town & Country (trk.)	900	108	25	Grand Am	15,100	54	59
Total Chrysler	17,800	72	71	Pontiac 6000	1,900	61	37
Total Chrysler (imp.)	22,700	122	96	Grand Prix	13,000	45	33
Total Chrysler (trk.)	900	108	25	Domestic	18,400	60	31
Shadow	20,000	70	90	Trans Sport	4,000	57	70
Monaco	1,400	52	28	Total Pontiac	71,800	62	44
Daytona	5,700	153	165	Total Pontiac (imp.)	7,400	59	46
Spirit	15,000	90	97	Total Pontiac (trk.)	4,900	67	79
Dynasty	14,800	110	42	Vaux (trk.)	11,500	100	63
Vaux (trk.)	9,400	61	61	Safari (trk.)	6,200	61	62
Ram Wagon (trk.)	1,500	61	22	S15/Sonoma (trk.)	14,800	62	93
Caravan (trk.)	33,100	59	42	S15 Jimmy (trk.)	7,400	73	63
Caravan C/V (trk.)	800	67	26	Jimmy (trk.)	2,600	308	320
Ram 50 (imp. trk.)	3,300	310	257	Suburban (trk.)	3,900	56	64
Ramcharger (trk.)	2,100	141	131	Pickups (trk.)	35,300	97	87
Dakota (trk.)	17,400	75	60	Total GMC (trk.)	81,700	96	63
Pickups (trk.)	27,700	117	90	Total Saturn	12,000	46	46
Total Dodge	36,900	86	74	Total domestic car	468,900	59	43
Total Dodge (imp.)	7,700	130	187	Total imported car	68,200	104	103
Total Dodge (trk.)	62,900	79	66	Total domestic truck	337,200	76	79
Total domestic car	136,900	63	64	GENERAL MOTORS	662,400	68	51
Total imported car	30,800	130	134	HYUNDAI (imp.)	25,200	61	75
Total domestic truck	179,600	78	66	Imported car	9,200	225	301
CHRYSLER CORP.	337,300	81	67	Truck (dom. imp.)	35,200	100	142
Imported car	500	26	31	SAZU	44,400	114	100
Imported truck	300	38	38	JAGUAR (imp.)	2,200	47	75
DAIHATSU	900	38	33	Domestic car	16,000	71	97
Escort	71,000	86	55	Imported car	23,600	44	62
Mustang	26,100	92	66	Truck (dom. imp.)	22,700	42	52
Tempo	32,700	48	71	MAZDA	62,900	48	62
Taurus	50,100	66	50	MERCEDES-BENZ (imp.)	6,200	43	60
Thunderbird	19,500	102	73	Domestic car	17,000	77	66
Probe	13,700	46	37	Imported car	31,400	129	80
Crown Victoria	24,300	117	66	Imported truck	10,900	123	114
Vaux (trk.)	30,100	63	70	MITSUBISHI	86,100	107	79
Aerostar (trk.)	28,500	60	46	Galant (imp.)	4,900	27	26
Club Wagon (trk.)	1,300	26	25	Domestic car	22,000	73	45
Prairie (trk.)	56,000	72	59	Imported car	79,100	76	71
Buick (trk.)	6,000	87	25	Truck (dom. imp.)	41,000	69	59
Explorer (trk.)	44,000	59	69	Nissan	142,900	73	62
Pickups (trk.)	105,000	64	69	NISSAN MOTOR CORP.	147,700	68	69
Total Ford Div.	237,400	73	66	PEUGEOT (imp.)	600	27	54
Total Ford Div. (imp.)	13,900	125	129	PORSCHE (imp.)	1,000	240	115
Total Ford Div. (trk.)	271,300	73	66	RANGE ROVER (imp. trk.)	1,000	66	90
Topaz	8,300	55	38	SAB (imp.)	3,000	48	68
Sable	13,600	51	42	STERLING (imp.)	400	22	59
Cougar	13,500	51	77	Domestic car	22,000	154	80
Grand Marquis	22,500	76	66	Imported car	21,400	142	111
Total Mercury	67,900	66	65	Subaru	44,000	148	89
Total Mercury (imp.)	24,000	127	66	Car (dom. imp.)	2,100	144	104
Continental	7,300	49	46	Truck (dom. imp.)	4,200	87	82
Town Car	16,700	63	38	SUZUKI	6,200	96	86
Mark VII	2,900	59	79	Loma (imp.)	4,900	27	26
Total Lincoln	26,900	59	42	Domestic car	23,700	16	12
Total L-H Div.	84,900	59	66	Imported car	28,000	29	46
Total domestic car	322,200	66	56	Imported truck	31,000	29	32
Total imported car	38,400	111	107	Toyota	62,700	74	25
Total domestic truck	271,300	73	66	TOYOTA MOTOR SALES	67,600	23	26
FORD MOTOR CO.	632,100	73	66	Audi (imp.)	7,900	229	234
Sonnet/Sylaric	5,500	50	71	Volkswagen (imp.)	47,000	149	146
Century	12,800	32	22	VWalt	94,000	148	152
Royal	19,400	66	43	VOLVO (imp.)	17,900	76	104
LeSage	18,200	67	59	YUGO (imp.)	300	69	64
Roadmaster	8,200	48	47	Domestic car	1,062,000	58	48
Reata	500	43	98	Imported car	131,100	74	78
ElectraPark Ave	19,500	69	50	TOTAL CAR	1,193,000	59	55
	2,300	66	73	Domestic truck	702,000	75	82
	46,500	56	42	Imported truck	146,300	64	36
	11	86	111	TOTAL TRUCK	848,300	70	61
	83	116	91	TOTAL STOCKS	2,541,000	68	60
	10,700	71	57				
	1,200	137	139				
	400	71	82				
	4,700	62	76				
	1	71	25				
	2,400	55	39				
	15,700	63	76				

Toyota best in sales per dealer

KAREN DETKOWSKI
Statistician

The industry's sales downturn in August was accompanied by a decline in the number of sales per dealer for most makes, according to Automotive News calculations.

Only seven makes showed sales-per-dealer increases over July. They were Honda, Mazda, Hyundai, Isuzu, Volvo, BMW and Volkswagen.

Toyota remained king of the hill in August with a sales-per-dealer loss of only three units from July in cars and trucks.

Saturn sales per dealer fell 18 units from July, underscoring the first downturn in the company's sales since introduction. Saturn dealers sold 7,000 cars in August, an 18.0 percent decline from 8,538 in July.

Honda, which sells only cars, posted an increase of 15 sales per dealer over July and captured second place in the overall car-truck rankings. Honda was first in car sales per dealer in August, in July, Honda was fourth in cars and fourth overall.

In trucks, Toyota topped Ford in sales per dealer in August. Ford had led in trucks for five months.

Chrysler, Toyota, Mazda join 1992 rebate derby

ARLENA SAWYERS

Staff Reporter

Chrysler Corp., Toyota Motor Sales U.S.A. Inc. and Mazda Motor

of America Inc. kicked off their 1992 rebates last week. They joined Ford Motor Co. and Pontiac in paying incentives on cars that

haven't yet been officially introduced.

Also, Mitsubishi Motor Sales of America Inc. altered the incentives on 1990-91 models, and Lotus Cars USA is paying dealers as much as \$15,000 per unit to move cars.

Meanwhile, American Honda Motor Co. Inc. extended the dealer payment on the 1991 Civic four-door.

Chrysler last week added some 1992 cars and trucks to its consumer rebate lineup through Sept. 30.

The rebates are: \$300 to \$750 on Dodge trucks; \$400 to \$750 on Jeeps; and \$500 on Chrysler, Plymouth and Dodge minivans and Plymouth Laser and Eagle Talon.

Cut-rate financing does not apply to 1992 models, but minivan buyers may choose the rebate or Chrysler's new Ultimate Guarantee package, which includes benefits such as a cellular telephone, four-year road service at no extra charge and guaranteed trade-in value.

Consumers who purchased 1992 minivans before the program was announced will be notified by mail that they are eligible for the cash or the guarantee, Chrysler Corp. said.

A new Toyota program pays dealers \$207 to \$900 for sales of 1991 Camrys and 1990, 1991 and 1992 Corollas.

The cash to dealers on 1990, 1991 and 1992 non-base trucks is \$200 to \$1,300. The payments are based on performance against quota.

Honda is trying to make room for its all-new 1992 Civic by paying dealers \$400 on the 1991 Civic four-door.

The program runs through Sept. 30.

Mazda new incentive program includes customer cash on two 1992 models.

The company is paying \$500 on the 1991 and 1992 MX-6 and \$1,000 on the 1991 and 1992 Mazda 626 through Nov. 4.

Until Oct. 2, the customer rebate on the 1991 Protege is \$800.

Also, Mazda is offering a \$1,000 consumer rebate on the 1991 Navajo until Dec. 3.

In lieu of rebates on the 626 and Protege, customers may choose 5.9 percent financing for contracts up to 48 months.

Through Oct. 2, Mazda is paying dealers \$500 on the 1991 MPV and 2,000 to \$2,500 on the 1991 RX-7 depending on the number sold.

incentive WATCH

Until Nov. 4 dealers earn \$2,000 on the 929.

A Mazda plan that enables low-volume dealers to earn up to \$500 on the 323 remains in effect until Nov. 4.

Mitsubishi is offering consumer rebates of \$750 on the 1990 and 1991 Mirage in its Southwest and Southeast regions.

Mitsubishi's dealer incentive program on 1990 and 1991 cars and trucks varies by region. The rebates range from \$250 to \$2,100 on cars and from \$400 to \$3,000 on trucks. The program expires Oct. 31.

Lotus is offering dealer incentives of \$5,000 on the 1991 Elan, \$11,000 on the Esprit Turbo and up to \$15,000 on some specially equipped Esprit Turbos.

The Lotus program applies to vehicles already in stock and continues until all supplies are exhausted. **IN**

Special Correspondent Chris Eschenburg contributed to this report.

INCENTIVE WATCH — CUSTOMER INCENTIVES

NEW PROGRAMS	
CHRYSLER CORP. (1992 models; expires Sept. 30)	
Dodge Dakota Club Cab	\$300
Other Dakota, DW pickup	\$750
Eagle Talon	\$500
Jeep Cherokee	\$750
Comanche	\$500
Wrangler	\$400
Plymouth Laser	\$500
All minivans	\$500

MAZDA	
Protege (1991, expires Oct. 2)	*\$800
MX-6 (1991-92, expires Nov. 4)	\$500
626 (1991-92, expires Nov. 4)	*\$1,000
Navajo (1991, expires Dec. 3)	\$1,000

*Or 5.9 percent financing

MITSUBISHI (1990-91; expires Oct. 31)	
Mirage (Southeast and Southwest regions)	\$750

CONTINUING PROGRAMS

CHRYSLER CORP. Finance rates in lieu of rebates start at 7.9 percent on minivans, 2.9 percent on other models. Programs expire Sept. 30.

Chrysler Imperial (1990-91) \$2,000

New Yorker Fifth Avenue and Salon (1990-91); LeBaron sedan (1990-91) \$1,500

Other LeBaron (1990-91) \$1,000

N.Y. Landau (1990) \$700

Dodge Shadow conv. (1991) \$2,000

Monaco (1990-91); Dynasty (1991); Spirit (1990-91) \$1,500

Other Shadow (1991); Colt GL (1991); Colt and Vista (1990); Shadow (1990, except America); Dynasty (1990) \$1,000

Shadow America (1991); Daytona (1990-91); Colt base 3-dr. (1991) \$700

Colt Vista (1991) \$500

Dodge Trucks Ram D/W, Ramcharger (1990) \$2,000

Ram van conversion (1990) \$1,750

Ram D/W (1991); Dakota, Ram van, Ram wagon (1990) \$1,500

Dakota, Ram wagon, van, conversion van, Ramcharger (1991) \$1,000

Ram 50, Power Ram 50 (1990) \$500

Ram 50, Power Ram 50 (1991) \$300

Eagle Premier (1991); Talon TSi (1990-91) \$1,500

Other Talon (1991) \$1,200

Talon (1990); Summit ES 3-dr. (1991); Summit 4-dr. (1990-91) \$1,000

Other Summit (1991) \$700

Summit base 3-dr. (1991) \$400

Jeep Cherokee (1990) \$2,000

Cherokee (1991); Grand Wagoneer (1990-91) \$1,500

Comanche (1990-91) \$1,000

Wrangler (1990-91) \$500

Plymouth Acclaim (1991); Laser RS Turbo (1990-91) \$1,500

Other Laser (1991) \$1,200

Sundance (1990-91, except America); Colt GL (1991); Colt (1990); Laser (1990); Colt Vista (1990) \$1,000

Colt Vista (1991) \$500

Colt base 3-dr. (1991) \$700

Sundance America (1991); Colt base 3-dr. (1991) \$700

Colt Vista (1991) \$500

All minivans (1991) \$500

All minivans (1990) \$1,500

FORD MOTOR CO. 1992 models, expires Sept. 25. Finance rates in lieu of rebates are 7.9 percent.

Ford Escort* \$500-750

Tempo, Taurus, Mustang, Probe \$500

Thunderbird, Crown Victoria \$750

Aerostar, F series, Bronco \$500

Ranger \$750

Mercury Tracer* \$500-750

Topaz, Sable \$500

Cougar, Grand Marquis \$750

*Escort rebates are for Central and Great Lakes regions only. Tracer rebates are for Central, Great Lakes and Southwest regions only.

1991 models. Finance rates in lieu of rebates start at 2.9 percent on Escort, 4.8 percent on Festiva, 7.9 percent on other Fords and Mercurys. There are no finance incentives on Lincolns. Programs expire Sept. 25.

Ford Festiva, Mustang \$500-1,000

Escort \$500-750

Tempo, Probe, Thunderbird \$1,000

Taurus SHO \$1,600

Other Taurus \$750-1,250

F series, Econoline \$500-1,000

Ranger \$1,000

Bronco, E150 conversion pkg. \$1,500

Aerostar \$1,000-2,000

Mercury Tracer \$500-750

Topaz, Cougar, Capri \$1,000

Sable \$750-1,250

Lincoln Town Car, Continental, Mark VII \$2,000

GENERAL MOTORS Expires Sept. 25. Finance rates in lieu of rebates start at 4.9 percent for Buick and Pontiac, 6.9 percent for Chevrolet and GMC.

Buick (1991)* Skylark, Century, Regal, LeSabre \$250-1,000

Riviera, Reatta \$2,000

*Based on option package ordered.

Cadillac Seville, Eldorado \$1,500

DeVille, Fleetwood \$2,000

Brougham \$2,500

Chevrolet cars (1991) Cavalier \$300

Geo Metro \$400

Camaro, Corsica, Beretta \$500

Geo Storm, Geo Prizm, Lumina, Caprice \$1,000

Chevrolet trucks (1991) G van \$500-1,000

C/K (except 454SS), R/V \$500

Geo Tracker \$750

Astro, S/T pickup, S/T Blazer Tahoe, Lumina APV \$1,000

Other S/T Blazer (1991); V Blazer (1990-91); Suburban (1990-91) \$1,500

GMC G van (1990), R/V (1991); Sierra (1991) \$500

Sonoma (1991), S15 Jimmy (1991 4-dr. SLT), G van (1991), Safari (1991) \$1,000

S15 Jimmy (1991), V Jimmy (1990-91), Suburban (1990-91) \$1,500

Oldsmobile (1991) Oldsmobile has regional programs. This is an example.

Cutlass Calais, Cutlass Supreme, Olds 88, Silhouette \$1,000

Custom Cruiser, Bravada \$1,200

Cutlass Ciera, 98 \$1,500

Toronado \$2,000

Pontiac LeMans, Firebird (1992) \$500

Grand Am, Tempra Sport (1991) \$750

Grand Prix, Trans Sport (1992) \$750

Firebird, Grand Prix Bonneville (1991) \$1,000

HYUNDAI (expires Oct. 2) Excel (1990-91) \$500-1,000

Sonata (1990-91, except SE) \$1,000

Scoupe (1991, except SE) \$750

All models \$300 to military personnel

All models \$1,000 if Hyundai is traded

MAZDA (1991 models; expires Oct. 2; 5.9 percent loans offered in lieu of rebates)

Protege \$800

MITSUBISHI (1990-91 models; California and Hawaii; expires Sept. 30)

Mirage (Calif. & Hawaii) \$750

Galant (Hawaii) \$1,000

Montero (Hawaii) \$1,500

Pickups (Hawaii) \$1,000-1,250

SUBARU (expires Oct. 2) Loyale 4wd (1991) \$500

Legacy (1991) \$1,200

XT, XT6 (1991) \$2,000

INCENTIVE WATCH — DEALER INCENTIVES

NEW PROGRAMS	
HONDA (1991 models; expires Sept. 30)	
Civic 4-dr.	\$400

LOTUS (1991, no expiration date)	
Elan	\$5,000
Esprit Turbo	\$11,000-15,000

MAZDA (1991 models; RX-7 and MPV expires Oct. 2; 323 and 323 expires Nov. 4)	
RX-7	\$2,000-2,500, based on number sold

MPV	\$500
929	\$2,000
Navajo (1991)	\$750
323 (low-volume dealers)	Up to \$500

MITSUBISHI (1990-91 models; rebates and terms vary by region; programs expire Oct. 2)	
Mirage	\$250-1,500
Eclipse	\$300-1,200
Galant	\$300-2,100
Montero	\$400-3,000
Pickups	\$400-2,300

TOYOTA (expires Nov. 4)	
Corolla (1990-92)	\$200-900, quota
Camry (1990-91)	\$200-900, quota
Pickups	\$200-1,300, quota

CONTINUING PROGRAMS	
ALFA ROMEO (expires Dec. 31)	
164, 164L automatic (1991)	Up to \$200 per car monthly in floorplan aid

AUDI (expires Sept. 30)	
100/200	\$2,000-3,500

CHRYSLER CORP. (expires Sept. 30 unless otherwise noted)	
Dodge Shadow, Spirit (1991)	\$100-700, quota
Monaco (1991)	\$1,000-2,000, based on sales
Dodge truck	\$1,000
Ram Club Cab (1990-91)	\$1,000
Ram D/W (1990-91)	\$500
Ramcharger (1990-91)	\$1,000
Eagle Premier (1991)	\$1,000-2,000, based on sales
Jeep Cherokee (1991)	\$500
Plymouth Sundance, Acclaim (1990-91)	\$100-700, quota
Minivans (1991)	\$500
without air bags	\$500

FORD MOTOR CO. (expires Sept. 30)	
Ford Crown Victoria (1991), Mercury Grand Marquis (1991)	\$1,000

GENERAL MOTORS	
Cadillac Allante (1991) (no expiration date)	\$7,500 on first sale, \$8,500 on additional sales
DeVille, Fleetwood, Brougham (expires Sept. 25)	\$500

Oldsmobile (expires Sept. 25)	
Eighty Eight (1991)	\$1,000
Pontiac (expires Sept. 25)	
Grand Am (1991)	\$250
Bonneville (1991)	\$1,000

HYUNDAI (expires Oct. 2)	
Sonata SE, Scoupe SE (1991)	\$100-300, based on sales

ISUZU (1991 models; expires Sept. 18)	
Cars	\$700-1,500
Trucks	\$700-1,800

MERCEDES-BENZ (1991 models; no expiration date listed)	
300SE, 300SD, 300SEL, 300SEL	\$3,000
420SEL, 560SEL	\$5,000

MITSUBISHI (1990-91 models; California and Hawaii; expires Sept. 30)	
Mirage (Calif. & Hawaii)	\$250-750, based on number sold
Eclipse (Calif.)	\$300-1,000, quota
Eclipse (Hawaii)	\$750
Galant (Hawaii)	\$500
Galant (Hawaii)	\$1,000-2,000, based on number sold
Pickups (Calif.)	\$500-1,500, quota

NISSAN (1991 models; expires Feb. 2, 1992, on 300ZX, Oct. 2, 1991, on others)	
Sentra	\$400
240SX	\$600-900, quota
Maxima	\$800-1,100, quota
Stanza	\$1,800-2,100, quota
300ZX	\$2,500-3,500, quota
Pathfinder	\$1,000-1,400, quota
Trucks	\$1,200-1,400, quota
Trucks (Calif. only)	\$1,500

PEUGEOT (no expiration date)	
405	\$5,000
505	\$6,000

STERLING (no expiration date)	
All models	\$8,000*

*Or \$3,000 if customer chooses 0 percent financing	
SUZUKI (expires Oct. 3)	
Swift (1990-91)	\$700-1,000
Sideline (1991)	\$700-1,000

VOLKSWAGEN	
All cars (1990, no expiration date)	\$500-1,500

VOLVO (1991 models; expires Oct. 31)	
740 series	\$750-1,500
940 series	\$1,500-2,500
780 coupe	\$2,500

Brits reject Toyota bid on strikes

ED WENDT

Staff Correspondent

LONDON — British labor unions last week rejected a proposal by Toyota Motor Co. that workers at its new plant in the United Kingdom adopt a no-strike contract.

Britain's Trade Union Congress, an umbrella organization roughly equivalent to the AFL/CIO, swiftly condemned the proposal as "alien" and approved a resolution that would prevent any member union from adopting no-strike contracts.

Toyota is building a \$1.2 billion assembly plant in Derbyshire that is due to come on-stream next year. It will be capable of building 200,000 units a year by 1998.

Britain's unions gave in to Toyota's earlier demand that workers there be represented by only one union.

The company also said last week that it wants to defer pay negotiations until 1994, two years after plant startup, and called for a 39-hour, five-day workweek. A flexible clause would permit the company to schedule workers for alternate Saturday work.

The resolution passed by the Congress was sponsored by a liberal-oriented general technical union, the MSF. The union accused other unions who have been vying for the new contract of participating in a Toyota-sponsored "beauty contest."

"Whatever looks least like a labor union is the odds-on favorite to win the contract, said MSF General Secretary Ken Gill.

But the Amalgamated Engineering Union, considered the leading contender among the five unions vying to represent Toyota workers, branded the Trade Union Congress resolution as "a negative and racist piece of contraband." Pointing out that Japanese makers have created 50,000 jobs in Britain in recent years, the union accused the MSF of "sheer hypocrisy."

production

SCHEDULED PLANT CLOSINGS

Plant	Weeks down	Units lost/week
Wayne, Mich. Ford Escort	8/16	920
Total U.S. car		920
Total units lost week of 8/16		920

Source: Automotive News Data Center

Mitsubishi car prices rise \$423

CYPRESS, Calif. — Mitsubishi Motor Sales of America Inc. has raised the prices of its 1992 cars an average of \$423 on a sales-weighted basis, according to an Automotive News analysis.

Also last week, Hyundai Motor America said its new Elantra sedan will start at \$8,995 and the GLS version will begin at \$9,999.

Mitsubishi's increases ranged from \$40 on a Mirage GS four-door sedan to \$1,670 on the Eclipse GSX Turbo with all-wheel drive. The Galant GSR four-door was reduced \$510.

The new Expo LRV station wagons start at \$11,169, and the larger Expo versions are priced from \$11,449.

Mitsubishi did not announce new prices for the Diamante or the Montero. A company spokesman said that the Diamante sedans may be repriced next month — they were introduced last May as 1992 models.

The Montero sport-utility will be replaced in December.

The 1992 Montero models will be priced considerably higher than the 1991 models, which range from \$15,789 to \$19,099.

1992 MITSUBISHI PRICES

	1992	Change from Price final 1991 prices
Mirage		
VL 3-dr. hatch.	\$ 7,319	+ 170
3-dr. hatch.	7,919	+ 190
4-dr.	8,939	+ 110
LS 4-dr.	9,489	+ 70
GS 4-dr.	10,899	+ 40
Eclipse		
3-dr. hatch.	11,259	+ 120
GS 3-dr. hatch.	12,529	+ 330
GS DOHC 3-dr. hatch.	13,469	+ 360
3-dr. (awd)	17,109	+ 1,630
GSX DOHC Turbo 3-dr. (awd)	18,849	+ 1,670
Galant		
4-dr.	11,899	+ 260
LS 4-dr.	14,809	+ 300
GS 4-dr.	15,179	+ 350
GSR 4-dr.	16,689	+ 510
GSX 4-dr. (awd)	17,729	+ 120
VR 4-dr. (awd)	22,500	+ 700
9000GT		
2-dr.	20,049	+ 610
SL 2-dr.	26,209	+ 970
VR-4 Twin Turbo 2-dr.	32,800	+ 1,400
Expo LRV		
3-dr.	11,169	
Sport 3-dr.	11,389	
Sport 3-dr. (awd)	13,889	
Expo		
4-dr.	13,549	
SP 4-dr.	14,509	
SP 4-dr. (awd)	15,839	
Pickup trucks		
(Mighty Max)		
Base (2-w.)	8,079	+ 200
Macrocab (2-w.)	9,379	+ 230
One-ton (2-w.)	9,429	+ 230
Base (4-w.)	12,289	+ 310

Data compiled for 1992

U.S. AND CANADA CAR AND TRUCK PRODUCTION

Vehicles are domestic unless noted. Vehicles are cars unless noted.

	Est. 9/1-9/15	Actual 9/2-9/15	9/1-9/15	Year 9/1-9/15	Year 1/1-9/15
LeBaron A.	0	0	0	0	8084
LeBaron J.	5	36	41	18,753	38,729
New Yorker	5	1	6	4,784	28,364
Fifth Avenue	0	0	0	20,660	22,916
Imperial	400	200	606	5,691	12,911
Town & Country (trk.)	50	129	179	2,882	2,078
Total Chrysler	480	374	834	32,880	111,802
Horizon	0	0	0	0	4,327
Sundance	2,000	1,921	3,821	41,838	58,538
Acclaim	1,900	1,406	3,396	55,544	75,852
Voyager (trk.)	2,350	2,056	4,406	66,900	63,288
Voyager (Can. trk.)	2,600	2,640	5,240	77,600	71,995
Total Plymouth	8,850	8,113	16,963	241,882	274,980
Omni	0	0	0	0	4,078
Daytona	50	6	56	5,070	24,454
Shadow	2,000	1,922	3,922	46,601	67,213
Dynasty	4,550	3,713	8,263	82,872	81,463
Spirit	2,150	1,740	3,890	50,881	69,088
Monaco (Can.)	350	396	746	8,822	8,944
Caravan (trk.)	2,700	2,391	5,091	78,483	67,646
Caravan (Can. trk.)	3,250	3,504	6,754	99,188	89,614
Carnavan C/V (trk.)	50	55	105	2,431	4,171
Carnavan C/V (Can. trk.)	85	96	181	12,341	5,610
Dakota (trk.)	2,150	2,356	4,506	58,358	49,561
Ram pickups (trk.)	1,050	1,926	2,976	55,554	73,540
Ram Wagon (Can. trk.)	450	456	906	14,053	17,007
Ram Van (Can. trk.)	1,450	1,487	2,937	27,811	41,507
Total Dodge	28,285	28,848	48,333	548,468	683,985
Premier (Can. trk.)	1,000	1,047	2,047	9,728	7,710
Cherokee (trk.)	4,900	3,581	8,481	98,213	110,793
Comanche (trk.)	100	86	186	3,808	5,871
Grand Wagoneer (trk.)	0	0	0	1,580	4,972
Wagoneer (trk.)	50	72	122	2,094	2,734
Wrangler (Can. trk.)	1,500	1,590	3,090	42,612	42,166
Total Jeep-Engle	7,500	6,378	13,878	187,818	174,248
Total U.S. car	13,880	11,843	24,183	332,738	486,887
Total Can. car	1,350	1,443	2,793	16,359	16,854
Total U.S. truck	13,480	12,862	26,852	378,082	384,683
Total Can. truck	9,335	9,773	19,108	273,895	287,880
CHRYSLER CORP.	37,145	34,911	72,856	882,578	1,084,188
Escort	5,799	4,646	10,445	150,956	161,684
Mustang	3,667	0	3,667	63,780	91,801
Tempo	3,227	2,559	5,786	79,833	92,434
Tempo (Can.)	2,823	73	2,896	74,482	82,981
Taurus	7,744	5,739	13,483	224,867	248,708
Thunderbird	0	2,299	2,299	52,532	84,488
Crown Victoria (Can.)	2,224	1,986	4,210	66,308	87,307
Aerostar (trk.)	4,900	3,577	8,477	119,845	148,907
Bronco (trk.)	701	522	1,223	11,853	36,988
Explorer/Bronco II (trk.)	6,625	6,148	12,773	191,218	135,338
Navajo (trk.)	247	222	469	8,270	0
Excursion (trk.)	1,761	914	2,675	94,711	135,585
Heavy (trk.)	0	821	821	23,523	37,980
Light trucks (trk.)	9,161	5,755	14,916	211,013	327,611
Light trucks (Can. trk.)	2,681	1,633	4,314	70,788	100,725
Ranger (trk.)	7,207	5,984	13,191	188,358	189,983
Total Ford Div.	58,777	42,978	101,755	1,632,782	1,972,710
Topaz	1,075	903	1,978	33,570	35,215
Topaz (Can.)	1,215	27	1,242	24,460	31,197
Cougar	0	1,157	1,157	41,895	56,141
Sable	1,904	1,509	3,413	72,563	75,679
Grand Marquis (Can.)	3,104	2,544	5,648	71,028	79,673
Total Mercury	7,288	6,140	13,428	243,918	277,986
Continental	1,198	963	2,161	39,554	42,700
Mark VII	214	157	371	6,925	15,248
Town Car	2,811	2,232	5,043	93,054	108,443
Total Lincoln	4,223	3,382	7,675	138,913	166,691
Total L-M Div.	11,521	9,482	21,013	333,829	444,386
Total U.S. car	27,630	22,184	49,883	688,114	1,012,682
Total Can. car	9,388	4,638	14,026	226,280	281,188
Total U.S. truck	38,882	24,843	64,645	848,587	1,022,581
Total Can. truck	2,891	1,633	4,524	78,788	109,725
FORD MOTOR CO.	70,288	52,478	122,708	2,016,781	2,417,886
Stylark	1,245	446	1,693	29,687	64,176
Century	2,306	2,353	4,749	64,147	46,858
Regal (Can.)	2,800	2,855	5,655	84,898	68,800
Riviera	277	144	421	14,568	15,824
Park Avenue/Electra	1,789	1,471	3,260	77,347	34,340
LeSabre	4,519	3,017	7,536	50,580	115,007
Roadmaster Sedan	1,488	804	2,293	20,954	0
Roadmaster Wagon	320	219	539	18,221	4,022
Regatta	0	0	0	1,205	5,277
Total Buick	14,838	11,111	25,749	381,488	382,580
Eldorado	407	194	601	7,764	15,182
Seville	783	397	1,180	17,126	21,380
Brougham	746	407	1,153	14,208	21,380
DeVille	3,718	2,985	6,703	108,210	112,133
Atlanta	64	51	115	2,124	3,067
Total Cadillac	5,718	4,884	10,602	188,488	177,880
Cavalier	6,020	4,838	10,858	177,578	226,828
Camaro	1,346	1,085	2,431	37,825	62,520
Celebrity (Can.)	0	0	0	0	20,319
Corsica-Beretta	5,300	2,441	7,741	170,791	203,032
Lumina (Can.)	4,700	4,713	9,413	159,292	193,479
Caprice	3,011	2,025	5,036	94,683	109,084
Corvette	480	321	801	14,541	16,251
Astro (trk.)	2,852	1,988	4,840	85,711	1,485
Blazer (trk.)	0	16	16	5,552	12,818
Lumina APV (trk.)	1,907	1,222	3,129	25,840	81,584
Medium (trk.)	156	16	172	1,168	7,288
P-Model (trk.)	484	350	834	14,348	18,781
Pickups (trk.)	6,455	4,467	10,922	188,212	208,878
Pickups (Can. trk.)	2,400	2,374	4,774	24,000	119,540
S10 (trk.)	5,491	4,381	9,872	180,538	165,852
S10 Blazer (trk.)	2,078	1,353	3,431	28,201	77,580
Sportsvan (trk.)	1,336	897	2,233	29,033	43,254
Sportsvan (Can. trk.)	1,150	1,135	2,285	36,480	36,108
Suburban (trk.)	0	0	0	21,105	50,973
Total Chevrolet	45,236	32,848	78,076	1,261,443	1,828,678
Cadillac	0	0	0	34,616	72,829
Cutlass Ciera	3,094	3,044	6,138	64,105	52,548
Cutlass Ciera (Can.)	0	0	0	41,089	55,822
Cutlass Supreme	2,671	1,906	4,577	73,476	65,516
Tornado	164	91	255	3,468	11,182
SS	3,258	2,415	5,673	58,113	74,148
Custom Cruiser Wag. ff.	160	118	278	6,237	1,214
98	1,482	1,094	2,576	56,305	33,343
Silhouette (trk.)	405	257	662	14,141	21,116
Grand Am	284	202	486	10,943	0
Total Oldsmobile	11,518	9,127	20,645	368,483	388,638
Sunbird	3,033	1,997	5,030	82,519	111,183
Grand Am	1,172	378	1,550	89,016	148,208
Firebird	654	527	1,181	13,827	30,958
Grand Prix	2,217	1,351	3,568	71,970	84,578
Pontiac 6000	0	0	0	19,003	39,988
Pontiac 6000 (Can.)	0	0	0	0	0
Bonneville	2,784	2,000	4,784	49,941	55,737
Trans Sport (trk.)	1,065	678	1,743	18,540	38,388
Total Pontiac	10,925	6,931	17,856	345,416	388,671
Jimmy (trk.)	0	3	3	1,815	3,954
Medium (trk.)	398	182	580	2,174	8,583
P-Model (trk.)	26	36	62	1,856	2,181
Pickups (trk.)	2,286	2,395	4,681	86,030	98,233
Pickups (Can. trk.)	990	991	1,981	36,128	45,841
Sonoma (trk.)	1,130	1,135	2,265	43,317	38,165
S15 Jimmy (trk.)	946	602	1,548	10,180	25,967
Safari (trk.)	925	731	1,656	27,691	32,391
Suburban (trk.)	0	0	0	16,805	25,353
Vandura (trk.)	551	402	953	13,002	16,150
Vandura (Can. trk.)	550	511	1,061	15,783	14,704
Total GMC	7,882	6,980	14,778	284,781	312,222
Total Suburban	2,358	2,358	4,716	68,948	776
Total U.S. car	57,880	38,679	96,559	1,082,972	1,822,386
Total Can. car	7,380	7,380	14,688	285,879	296,229
Total U.S. truck	20,785	21,383	42,168	621,836	1,124,724
Total Can. truck	5,080	5,011	10,101	184,923	216,180
GENERAL MOTORS	90,184	73,381	171,545	2,895,880	3,883,511
Can. car	2,350	2,395	4,745	73,681	24,850
Can. trk.	950	945	1,895	32,543	19,500
CAMI*	3,380	3,340	6,720	108,224	44,188
DIAMOND-STAR*	3,281	2,573	5,854	110,333	84,887
Civic	1,303	1,275	2,578	63,834	80,316
Civic (Can.)	1,796	2,200	3,996	75,620	73,684
Accord	7,837	5,715	13,552	256,929	229,722
Total U.S. car	9,146	6,880	16,138	328,283	318,088
Total Can. car	1,786	2,280	3,996	75,628	73,684
HONDA	10,938	9,168	20,128	395,881	383,782
HYUNDAI Sonata (Can.)	376	142	517	18,631	14,888
MAZDA*	3,782	3,884	7,666	112,985	124,167
U.S. trk.	0	1,249	1,249	47,508	51,979
Can. trk.	165	128	293	4,980	6,861
MAZDAR*	166	1,377	1,542	82,488	68,848
Sentra	2,702	2,179	4,881	93,655	57,982
Pickup (trk.)	2,700	2,147	4,847	92,474	101,580
NISSAN	5,482	4,326	9,728	188,129	188,722
Geo Prizm	1,800	1,404	3,204	68,789	70,344
Toyota Corolla	2,300	1,816	4,116	77,991	71,272
Toyota Hilux (trk.)	50	33	83	103	0
NISSAN	4,158	3,283	7,441	148,983	141,011
Lapacy	1,270	884	2,154	40,548	19,943
Pickup (trk.)	577	331	908	18,217	0
Rodeo (trk.)	723	511	1,234	19,005	0
Total U.S. car	1,278	884	2,164	40,548	19,943
Total U.S. trk.	1,380	842	2,142	37,223	22,282
SUBARU-LEZU*	2,578	1,728	4,296	77,771	42,146
Carry	0	0	0	136,283	154,280
Corolla (Can.)	1,050	1,100	2,150	45,500	41,884
TOYOTA	1,888	1,188	2,188	181,883	188,144
VOLVO 740/940 (Can.)	39	144	183	5,885	5,787
AM GENERAL (trk.)	488	329	728	14,378	10,288
MISCELLANEOUS (trk.)**	2,858	2,128	4,778	84,888	108,888
Total U.S. car	121,988	92,988	214,988	3,788,888	4,332,888
Total Canada car	23,838	18,438	42,838	757,188	754,714
Total U.S.-Canada car	145,826	111,426	257,826	4,546,076	5,087,602
Total U.S. truck	79,887	84,799	144,686	2,327,876	2,398,888
Total Canada truck	18,231	17,488	35,719	588,838	611,178
Total U.S.-Canada truck	98,118	102,287	180,405	2,916,714	2,969,066
TOTAL U.S.	281,756	197,388	438,231	7,462,790	7,956,668
TOTAL CANADA	41,857	36,812	78,557	1,345,888	1,368,888
TOTAL U.S.-CANADA	323,613	234,200	516,788	8,808,678	9,325,556
CAR & T.	283,613	194,217	437,884	7,787,888	8,888,678
*Estimate	11980	10880	22860	38880	48880
**Estimate	11980	10880	22860	38880	48880

NOTE

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